

## Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 USIA-06  
TRSE-00 SOE-02 DOE-11 CIAE-00 COME-00 OES-07 /047 W  
-----107680 211915Z /50  
R 211535Z FEB 78  
FM AMEMBASSY PARIS  
TO SECSTATE WASHDC 6814

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E.O. 11652: N/A  
TAGS: ESTC, FR  
SUBJECT: FOWLER DEBRE ASSURANCES

REF. STATE 036533

1. IBM WASHINGTON SEEMS TO HAVE MISINTERPRETED INFORMATION RECEIVED FROM PARIS OFFICE. GOF HAS NOT REFUSED TO ISSUE A LETTER OF ASSURANCE FOR COMPUTER DESCRIBED IN REFERENCE. APPLICATION WAS ONLY SUBMITTED TO GOF ON FEB. 13.

2. A NEW SITUATION HAS ARISEN HOWEVER. THE LOWERED PRICE OF HIGH PERFORMANCE COMPUTERS HAS NOW MADE IT FEASIBLE FOR LEASING COMPANIES TO PURCHASE THESE HIGH PERFORMANCE COMPUTERS FOR USE BY THEIR CLIENTS. WHEREAS IN MOST CASES THE LEASING COMPANIES KNOW THE NAMES OF THE POTENTIAL LESSEE, THEY ARE UNWILLING TO PROVIDE NAMES TO IBM FRANCE, A SALES RIVAL. IBM CANNOT, THEREFORE, PROVIDE THE NAMES OF THE END-USER IN ITS LETTER TO THE MINISTRY OF INDUSTRY. IT IS BELIEVED THAT THE LEASING COMPANIES WILL BE WILLING TO PROVIDE NAMES TO THE MINISTRY OF INDUSTRY IN THE COURSE OF ITS REVIEW OF THE USE AND CONTROL OF THE COMPUTERS.

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3. IN ADDITION TO THE PRESENT CASE INVOLVING A FRENCH AGENT OF THE US COMPANY COMDISCO, IBM FRANCE HAS INFORMED US THAT THERE WILL BE FOUR SYSTEM 3031'S ORDERED BY LEASING COMPANIES IN THE PERIOD JUNE NOV. 1978 AND THREE 3033'S IN JUNE/JULY 1978.

4. THE EMBASSY WILL FOLLOW THE SITUATION CLOSELY TO  
SEE WHAT DECISION IS TAKEN BY THE MINISTRY OF  
INDUSTRY IN THIS MATTER. BEFORE CONTACTING THE MINISTRY  
OF INDUSTRY THE DEPARTMENT'S COMMENTS WOULD BE  
APPRECIATED PARTICULARLY CONCERNING THIS NEW  
SITUATION WHERE THE OWNER IS NOT THE USER AND WHERE  
THE USER MIGHT CHANGE IF THE COMPUTER IS LEASED TO  
A NEW CUSTOMER.  
MYERSON

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NNN

## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** COMPUTERS, EXPORT CONTROLS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 feb 1978  
**Decaption Date:** 20 Mar 2014  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978PARIS05736  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780078-0613  
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**Litigation History:**  
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**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** ONLY  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** ONLY  
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**Subject:** FOWLER DEBRE ASSURANCES  
**TAGS:** ESTC, FR  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014